

Message Text

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INFO OCT-01 ARA-16 EUR-25 ISO-00 EB-11 EA-11 SS-20 RSC-01

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DRAFTED BY OIM/MRD:HZASSENHAUS/GER

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FM SECSTATE WASHDC

TO AMEMBASSY BONN

AMCONSUL HONG KONG

AMEMBASSY LONDON

AMEMBASSY MADRID

AMCONSUL SAO PAULO

AMEMBASSY STOCKHOLM

AMEMBASSY TOKYO

INFO AMEMBASSY BRASILIA

AMCONSUL MILAN

AMEMBASSY MOSCOW

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY TAIPEI

AMEMBASSY WARSAW

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E.O. 11652:N/A

TAGS: BEXP, GW, CH, UK, SP, BR, SW, JA

SUBJECT: TARGET INDUSTRY RESEARCH: METALWORKING AND
FINISHING EQUIPMENT (MFE)

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REF: STATE A-4743, STATE A-6738

1. CONTRACTING OFFICERS AND/OR THEIR REPRESENTATIVES ARE TO BE REMINDED OF PART 1. IV. B OF SPECIFICATIONS FOR MFE CALLING FOR REVIEW BY SAME OF DRAFT COPY OF FINAL REPORT SUBMITTED 2 WEEKS PRIOR TO SUBMISSION DATE OF COMPLETED STUDY.

2. QUICK AND EFFICIENT REVIEW BY POST OF PRELIMINARY DRAFT MFE RESEARCH MAY PREVENT UNNECESSARY DELAYS IN RECEIPT OF ADEQUATE STUDIES AND FINAL PAYMENT AND, MAY THEREBY PRESERVE GOOD WORKING RELATIONSHIP BETWEEN CONTRACTOR, POST AND COMMERCE.

3. CONTRACTING OFFICER OR DESIGNEE SHOULD PAY PARTICULAR ATTENTION TO TABLE TWO AND TRADE LISTS IN REVIEWING DRAFT REPORT.

4. RE TABLE 2 - FROM REPORTS RECEIVED BY COMMERCE TO DATE THERE IS INDICATION THAT CONTRACTORS ARE UNSURE OF WHAT IS REQUIRED. DEFINITION OF BACKLOG IS ACCUMULATION OF UNFILED ORDERS INCLUSIVE OF NEW ORDERS NOT YET FILLED. FOR EXAMPLE BACKLOG INCLUSIVE OF NEW ORDERS NOT YET FILLED. FOR EXAMPLE BACKLOG FOR YEAR END 1973 EQUALS VALUE NEW ORDERS PLACED 1973 LESS SHIPMENTS ON NEW ORDERS PLUS VALUE ORDERS FOR ALL PREVIOUS YEARS LESS SHIPMENTS ON THOSE ORDERS. THEREFORE, BARRING COINCIDENCE, SUMMATION OF LAST TWO COLUMNS ("VALUE OF BACKLOG OF MACHINE TOOL ORDERS HELD BY LOCAL MANUFACTURERS" AND "VALUE OF BACKLOG OF MACHINE TOOL ORDERS TO BE IMPORTED") SHOULD NOT RPT NOT EQUAL VALUE OF SECOND COLUMN ("VALUE OF NEW ORDERS FOR MACHINE TOOLS"). IF CONTRACTOR UNABLE TO OBTAIN OFFICIAL STATISTICS, SUGGEST HE OBTAIN ESTIMATED VALUES THROUGH INTERVIEWS WITH LARGEST END-USERS AND DISTRIBUTORS/IMPORTERS MFE. THOSE INTERVIEWED SHOULD BE ABLE TO ESTIMATE YEARLY BACKLOG IN TERMS OF TIME; IT SHOULD THEN BE SIMPLE MATTER TO CONVERT TIME INTO PERCENTAGE OF YEARLY CONSUMPTION FOR FIRM. SUCH SAMPLING SHOULD THEN ENABLE CONTRACTOR TO ESTIMATE VALUE OF BACKLOGS FOR MFE ORDERS FOR COUNTRY AS A WHOLE.

5. TRADE LISTS - CONTRACTOR IS TO CONFORM WITH FORMAL UNCLASSIFIED

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CONTAINED IN APPENDIX A OF SPECIFICATIONS.
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